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A. A. A. PRESIDENT ACCUSES STATES OF GOLD-DIGGING

Scores Attempts to Capitalize on Federal Tax Cuts

Special from A. D. N. Washington Bureau

WASHINGTON, March 18.—Thomas P. Henry, president of the American Automobile Association, today fired a broadside at "gold-digging" state governments which are attempting to capitalize on the recent 2 per cent. reduction in the tax by the Federal government on the sales of passenger cars.

He revealed the fact that no sooner did Congress reduce the tax on motor cars than Georgia proposed to put a 2 per cent. tax on net sales, one-third of the revenue to be applied to pensions of Confederate soldiers, one-third to provide an educational fund, and the remaining one-third for road purposes.

"What Georgia can do other states that need money can do," said Mr. Henry, "and if they get away with it the government and the states will be in the business of imposing sales taxes that are inevitably passed on to the consumer."

Lack of a uniform, nation-wide principle to govern the incidence of motor vehicle taxation is the principal reason why motor car owners are so heavily burdened with a diversity of taxes, Mr. Henry declared.

He said there must be a general understanding as to what body shall be the special-taxing agency. Special taxation must be based on well-defined equitable principles in order that the motorist must not pay more than his fair share of public improvements, and there must be a nationwide understanding as to what use shall be made of automotive tax moneys.

Mr. Henry called attention to the first axiom of special motor vehicle taxation laid down by the motor vehicle conference committee, namely, that the state shall be the sole special taxing agency. Instead of this sound principle being applied, the A. A. A. executive pointed out that now every conceivable type of taxing agency has its finger in the pie. He added:—

"Why should the motorists as such pay for pensions; why should they be specially penalized for education? Why should car owners be specially taxed for hospitals, apart from the taxes they pay as ordinary citizens? There is only one answer. The gold diggers in the various taxing bodies have got away with it in the past.

"Why should the automobile be selected out of all the commodities of commerce for a sales tax? The government had the excuse that the tax was imposed as an emergency measure—and was loath to let go of a good revenue producer. But this is a different thing from a state selecting the motorist as the special victim of a sales tax. The distributor would pay in the first instance, but he would pass it on, just as the manufacturers passed the war tax on."

Truck Shipments Pick Up in February

Washington, March 18.—During February leading manufacturers of tractors and trucks reported to the Department of Commerce that fifteen tractors and ninety-three other types of trucks were shipped for domestic use, while five were exported to foreign countries, compared with eighteen tractors and eighty-six other type trucks shipped for domestic use and three exported for foreign use during January.

CUBA PLANS TO BUILD HIGHWAYS

Program Provides for \$9,000,000 Expenditure Annually

New York, March 18.—Paving the highways of friendship between the United States and her sister republic, John N. Willys, Roy D. Chapin, H. H. Rice and David C. Fenner, representing the National Automobile Chamber of Commerce, addressed the First Motor Transport Congress of Cuba, which concluded at Havana last week.

Among the events of especial significance at this meeting was the statement by Dr. Carlos Miguel de Cespedes, minister of public works, that Cuba is launching upon a program of road investment beginning with \$9,000,000 per year. While Cuba now has about 30,000 automobiles, the probable total registration within ten years was estimated as 400,000 by Eduardo J. Chibas, delegate of the Cuban Society of Engineers.

Announcement was made by Roy D. Chapin offering a round trip to Washington for the best essay by a Cuban school child on the topic, "What Improved Highways Can Do for My Community."

In launching the new program of road construction for Cuba, Gen. Gerardo Machado, calling this congress, invited leaders in the motor transport world in the United States to attend and give their experience with regard to the development of this form of transportation.

STAPELY TO DEVOTE SELF TO A. M. A. ACTIVITIES

Albany, March 18.—Assemblyman Lewis G. Stapely of Genesee, Livingston county, today announced he would quit public office at the end of his present term in the lower house of the Legislature to devote himself exclusively to his work as general manager of the Empire State Automobile Merchants' Association.

As chairman of the former motor vehicles committee, Mr. Stapely was sponsor for many of the automobile bills which now have become the law of the state.

50 CENT TAXIS

Syracuse, N. Y., March 18.—A fleet of 50 cent taxis has upset taxicab business here. One company has announced that it is ready to put a fleet of 50 cent cars in use, and another takes people anywhere in the city for 75 cents.

DETROIT PLANS WIDE EXTENSION OF BUS SERVICE

To Establish Municipal Lines on Chief Thoroughfares

By WALTER C. BOYNTON

DETROIT, March 18.—Detroit's experience with the motor bus as a means of urban transportation continues to be one of conspicuous success.

The city is now approaching the end of a fifteen months' term, and in that length of time the activities of the bus end of her transportation service have grown tremendously. Starting with twenty-five buses and one garage and serving one route a year ago, the city at the present time is operating 170 buses of all types, serving twenty-one routes and occupying four large garages, with a fifth practically ready for use.

March 22, Detroit will open bids for 125 to 300 gas-electric buses, with capacity of sixty passengers each. These will be of the double-deck type and will be utilized for servicing the main arteries of the city.

Up to the present time municipal buses have been confined chiefly to outlying districts, serving as connecting links between systems of transportation already established, or extending service into newly built up neighborhoods. But as soon as it can be arranged municipal service will be put into effect in the principal thoroughfares.

The following table shows the growth of the bus activities so far as the city of Detroit is concerned:

Date	Revenue	Coach Miles	Passengers
January, 1925	72,136	256,121	123,074
February	123,074	318,931	183,752
March	183,752	605,566	226,335
April	226,335	668,231	227,634
May	227,634	763,968	274,544
June	274,544	936,989	279,009
July	279,009	1,034,846	295,580
August	295,580	1,057,735	306,945
September	306,945	950,127	450,642
October	450,642	1,289,523	505,467
November	505,467	1,449,209	566,563
December	566,563	1,603,654	
Total	3,511,792	10,834,900	
January, 1926	570,726	1,692,191	
February	520,689	1,542,257	
March	1,091,415	3,234,458	
Grand total	4,603,207	14,069,355	

Detroit Bus Co. in Franchise Tangle

Special from A. D. N. Detroit Bureau
DETROIT, March 18.—A rumpus involving the Detroit Motorbus Company is in progress here, opponents of the company alleging that agents are undertaking to sell bus company stock on the claim that a long-term franchise is on the way from the city.

President W. F. Evans says that his company is not asking for a franchise and that it is not in the market for one.

Mayor John W. Smith is on record as being totally opposed to giving any company a franchise on the ground that the city has voted for and is committed to municipal ownership and operation of transportation facilities.

Velie Announces New Sedan to Sell at \$1,450

Moline, Ill., March 18.—Details of a new sedan selling at \$1,450, T. O. B. factory, are now being made public by the Velie Motors Corporation.

Simultaneously with the announcement of this model, it is stated that production is well under way and that shipments are going forward.

The new car is known as the Model 60 Sedan.

G. M. SHIPMENTS MEETING DEMAND

Dealers Receiving Cars In Excess of Actual Sales

New York, March 18.—For the first time since last October General Motors has arrived at a point in production where the corporation is supplying dealers with cars in excess of their sales to users in sufficient volume to build up a small reserve stock against the customary spring demand, officials claim.

The sales of General Motors cars by dealers to users in February totaled 64,946 cars and trucks, compared with 53,698 in January and with 39,579 in February a year ago.

Sales of cars and trucks to dealers by the manufacturing divisions of General Motors in February totaled 91,136, compared with 76,332 in January and further with 49,146 in February a year ago.

The following tabulation shows monthly sales of General Motors cars by dealers to ultimate consumers and sales by the manufacturing divisions of General Motors to their dealers:—

	Dealers' Sales	Divisions Sales to Users	Divisions Sales to Dealers
1925	1925	1925	1925
January	53,698	25,593	76,332
February	64,946	39,579	91,136
March	70,594	75,527	

*These preliminary figures include passenger car and truck sales in the United States, Canada and overseas by the Chevrolet, Pontiac, Oldsmobile, Oakland, Buick and Cadillac manufacturing divisions of General Motors.

FORD OFFICIAL HEADS MONTREAL AUTO T. A.

Montreal, March 18.—J. E. Smith, general manager for Montreal of the Ford Motor Company of Canada, was elected president of the Montreal Automobile Trade Association at its general annual meeting held in the Windsor Hotel Monday night.

The other officers elected were Maj. F. T. McKean, D. S. O., vice-president; Alex. Renaud, treasurer; T. R. Price, secretary; Florian Leduc, J. O. Linteau, Harry D. Jones, directors and Theo. Dorion, executive secretary.

DODGES FOR ARMY

Detroit, March 18.—The record made by Dodge Brothers motor cars as official transportation units of the United States army in France and this country during the World War, is further recognized by the government in the purchase of fifty-one touring cars for use of the army in this country and of twenty-one units by the Panama Canal Commission for use in the Canal Zone.

NATIONAL SHOWS OF 1927 TO HAVE NEW FEATURES

Modern Servicing of Cars and Trucks To Be Shown

NEW YORK, March 18.—Modern methods of servicing motor cars and trucks will be made a leading feature of the national automobile shows of 1927.

The shows at New York and Chicago will contain a segregated, operating and demonstrating service equipment section, it was announced today by S. A. Miles, show manager of the National Automobile Chamber of Commerce, which conducts the expositions. The service equipment section will be so conducted as to arrangement and hours of admission as to appeal both to the trade and the public, with the object of promoting the use of modern machinery and tools and scientific methods in automotive service work.

The automotive maintenance equipment show, which was conducted in the spring of 1924 and 1925 in connection with the national automotive service convention at Detroit, will not be held this year.

Mr. Miles' decision was made on the recommendation of a group of service equipment manufacturers who conferred with him at Boston during the recent automobile show. The service committee of the N. A. C. C. which sponsored the two Detroit shows, was represented by W. M. Warner, service manager of Cadillac, and H. R. Cobleigh, service secretary of the N. A. C. C. The Motor and Accessory Manufacturers Association was represented by Neal G. Adair, manager of the Show and Educational Departments.

The conference unanimously recommended that the Detroit show be omitted and effort concentrated on the development of service equipment sections in the New York show, which will open January 8, and the Chicago showing, opening January 29.

It was the consensus of opinion that shop equipment could be brought to the attention of motor vehicle factory service and sales executives at the New York and Chicago shows, and that, in addition, equipment could be demonstrated before large attendances of men in the dealer and service trade who were unable the past two years to attend the special Detroit shows. Aggregate trade attendances at the New York and Chicago shows have been approximately 25,000 a year, and the conference felt that with a demonstrating service equipment section as an added attraction and wide promotion of this feature larger trade patronage could be obtained.

The service equipment manufacturers also favored utilizing the national shows to bring the subject of improved service with adequate equipment, to the attention of the motoring public, believing that this would contribute to the general satisfaction in motor car and truck use and promote sales of cars, trucks and other automotive products as well as service equipment itself.

Poor Traffic Facilities Cost U. S. \$2,000,000 Yearly

Special from A. D. N. Washington Bureau
Washington, March 18.—A total of more than \$2,000,000 a year is the cost of inadequate traffic facilities in the United States, according to an estimate made by the committee on metropolitan traffic of the National Conference on Street and Highway Safety in a report which it will submit at the next conference, which has been called by Secretary of Commerce Hoover for March 23, 24 and 25.

This annual burden amounts to \$20 per capita on the entire population, and includes economic loss in lives, personal injuries and destruction of property of \$600,000,000 in traffic accidents.

The committee on causes of accidents will report to the conference that pedestrians are involved in two-thirds of all traffic accidents resulting in personal injury or death, and that fatal collisions of automobiles with pedestrians seem to be increasing more rapidly than the total number of fatal automobile accidents.

"Among the chief sources of loss due to inadequate facilities other than losses due to accidents," continues the report of the committee on metropolitan traffic facilities, "we cite congested thoroughfares, extra distances, inferior road surfaces and heavy grades, railroad and main traveled highway grade crossings, drawbridges, insufficient traffic police and inadequacy or absence of signal systems, post signs and badly marked detours, prevention of access to places of business, dormant real estate values and the toleration of vehicles unsuited to local conditions."

JOINS COLUMBIA STEEL

Detroit, March 18.—William J. Clucas has joined the sales organization of the Columbia Steel and Shafting Company, in the capacity of special representative. Mr. Clucas, for some years past has been identified with Lancaster Steel Products Corporation, a subsidiary of General Motors.

MAKERS OF BEAN CAR MERGE WITH HADFIELDS

London, March 18 (U. T. P. S.).—A. Harper Sons & Bean, Dudley, Worstershire, makers of the Bean car, have been absorbed by Hadfields, Ltd., the famous Sheffield steel concern.

Crossley Motors, Ltd., Gorton, Manchester, and its associated company, Wills Overland Crossley, Ltd., Heaton Chapel, Stockport, propose writing down their capital with a view to making the paying of future dividends practicable.

Grueter Now Stutz Advisory Engineer

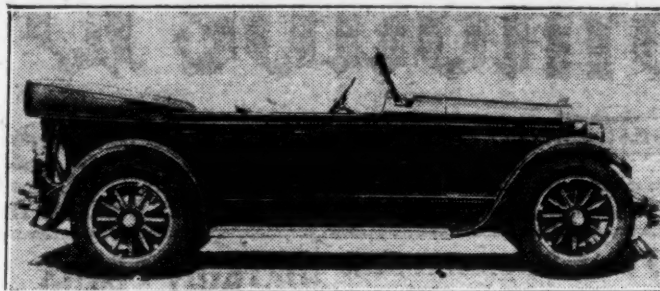
Indianapolis, Ind., March 18.—Announcement has been made by officials of the Stutz Motor Car Company of America, Inc., that Charles R. Grueter, known in automobile circles as Pop Grueter, has been appointed consulting and advisory engineer at the Stutz plant. Mr. Grueter, whose experience in the automobile industry dates back to 1896, when he developed one of the first four cylinder motors in the country at Holyoke, Mass., was the designer of the overhead camshaft now used in the new Stutz eight.

He was associated with the old Matheson Motor Car Company, manufacturer of cars until 1914. Two or three years ago he designed an overhead camshaft motor, applying the principal to an eight-cylinder motor.

HAGGOT PROMOTED

Milwaukee, Wis., March 18.—P. G. Gartley, manager of the Milwaukee factory branch of Willys-Overland, announces the promotion of J. P. Haggot to the post of assistant manager. He will continue to direct retail new and used car sales.

AIR-COASTING GARDNER PHAETON—A new sport car on both eight-in-line and six chassis is announced by the Gardner Motor Company, Inc., of St. Louis. It has a one-piece nickel windshield. The top has natural wood bows and is collapsible.



Ohio A. A. Insists Gas Tax Be Used for Roads Only

Cleveland, March 18.—The Ohio State Automobile Association proposed to block attempts by public officials anywhere in the state to use gasoline tax funds for other purposes than the maintenance of highways, according to announcement here today.

The association has just won its first legal victory to prevent the use of these highway funds for other purposes, by preventing the transfer of \$7,000 in gasoline tax funds to meet an emergency shortage in the Kent, O., safety and service departments.

The transfer was permitted by the Portage County Common Pleas Court, despite the protest of the state association represented by C. C. Jones, secretary, and the Cleveland Automobile Club, represented by Fred C. Caley, secretary. The lower court's ruling was reversed and the transfer blocked when the case was appealed to the Seventh District Court of Appeals.

"If this transfer has been allowed, the way would have been opened for a general raid on road maintenance funds by municipalities in all parts of the state and as a consequence road and maintenance funds might have been thrown into a state of chaos," Jones declared.

"Motorists of Ohio are contributing more than their fair share of the taxes and they demand that in return they should derive some benefit in the way of an adequate highway system. We were informed the gas tax was necessary for road maintenance and now that we have the gas tax these funds are going to be used for road maintenance purposes."

PLENTY FUNDS AVAILABLE FOR NEBRASKAN FARMERS

Omaha, Neb., March 18 (U. T. P. S.).—Sufficient funds will be available to finance Nebraska agricultural operations during 1926, according to F. K. Reed, assistant state and Federal crop statistician, who has just completed sending out and receiving replies to a questionnaire circulated among Nebraska bankers.

"The ability of the farmers to finance their own activities has been strengthened over recent years," says Mr. Reed, "as shown by an increase in country bank deposits and a reduced demand for credit."

GOV. MOORE TO SPEAK

Trenton, N. J., March 18.—Gov. A. Harry Moore, A. R. Kroh of the National Automobile Dealers' Association and Harry Collins Spillman of New York, a leading merchandising director, are among those who will give talks at the annual banquet of the Automobile Trade Association at the Robert Treat Hotel, Newark, on March 27. The annual meeting and election of officers will be held the same night.

JONES MADE MAJOR

Akron, O., March 18.—Webster N. Jones of the B. F. Goodrich Company has been appointed a major in the Chemical Warfare Section of the Officers' Reserve.

THIRTEEN-YEAR-OLD CHEVROLET STILL ALIVE

St. Louis, March 18.—A thirteen-year-old Chevrolet has been driven more than 260,000 miles by A. R. M. Stone, stationery broker of 6135 Wagner Ave., St. Louis, Mo., who believes his machine is the oldest Chevrolet still in active service. The mileage represents more than ten trips around the world.

Mr. Stone, a former locomotive engineer, purchased the car in 1913, the first year of Chevrolet production.

The car thus far has burned about 10,400 gallons of gasoline, or approximately the capacity of two railroad tank cars.

Alton to Operate Own Motor Buses

Chicago, March 18.—The latest road to inaugurate its own bus line as an extension to its service is the Chicago & Alton, which announces that its subsidiary, the Alton Transportation Company, has just been granted a charter to operate in Illinois and Missouri.

The motor bus line will be managed by the officers of the Chicago & Alton Railroad, assuring the public of a service directed by men with years of experience back of them in transportation problems. Motor bus service will be inaugurated between Jacksonville, St. Louis and intermediate stations and between Joliet, Carlinville and intermediate stations.

Applications for certificates of convenience and necessity have been filed with the Illinois Commerce Commission, and the new service which will be co-ordinated with the railroad service, will start just as soon as permission is granted by the commission.

Argentina Favors Low-Priced Trucks

Special from A. D. N. Washington Bureau
Washington, March 18.—The Argentine market still shows a decided preference for light, low-priced trucks of American manufacture, which is demonstrated by the latest reports of imports from Trade Commissioner G. S. Avery at Buenos Aires to the Department of Commerce.

Of a total of 1,010 trucks imported during January under review 649 were of one American make, and 240 were products of another company in the United States, the report says.

Imports of motor vehicles during the month showed a total of 7,348 passenger cars. Three importing concerns accounted for 5,610 cars or 75 per cent. of the total imports. Of the passenger cars, 7,241 were of American makes and 197 European. A well-known Italian make continues to be the best and biggest single seller among European cars.

IND. BUSES GAIN HIGHER RATES

Now Allowed 3 Cents
Per Mile—Still Lower
Than R. R.

Chicago, March 18.—The readjustment of bus rates is progressing rapidly in Indiana. Since the first of the year the Indiana Public Service Commission has granted increased rates to six companies. Petitions of several others are on file with the commission for hearing within the next few days.

The new rate is 3 cents a mile, as against the old schedule, which averaged 2½ cents a mile. Few bus lines in Indiana operated at a profit last year, and a majority of them lost heavily. The bus rate still is slightly lower than that for railroad transportation, and is the same as charged by the traction lines.

Companies which have been granted increased rates include:

The Jack Rabbit, operating between French Lick and Evansville.
The Interstate Public Service Company between Indianapolis and Louisville.
Indiana Red Ball Lines, which operate between Indianapolis and Noblesville and between Indianapolis and Crawfordsville, Logansport, Richmond and Frankfort.
Hooner Stage Lines, operating between Indianapolis, Anderson, Marion and Wayne.
Indiana Motor Bus Company, operating between Indianapolis, Plymouth and South Bend.
The Chicago, South Bend and Northern Indiana, giving service between the Indiana Michigan state line and Goshen, Laport and South Bend.

Little or no protestation has been made to the petitions for increases, the general public apparently being satisfied that the carriers were being operated at losses.

The Union Traction Company, which also gives bus service between Indianapolis, Kokomo and Peru, has a petition before the commission at the present time for an increase in its bus rates. Midwest Transit Company, which runs busses between Indianapolis and West Lafayette, also has a petition for authority to charge a new fare.

The drivers of buses generally are complying with the speed limit of thirty miles an hour, according to Robert Hume, director of the Indiana State Police. It is within the power of the secretary of state to revoke the licenses of chauffeurs who repeatedly violate the speed laws. Since the law became effective some time ago, however, the observance has been so general that few licenses have been revoked, Hume said.

The statute also provides that where the speed limit is repeatedly violated and it is believed the bus company is responsible, a certificate of convenience and necessity may be canceled by the Indiana Public Service Commission. No company has yet lost its certificate through such violation.

HAYNES ASSEMBLY PLANT SOLD TO DAVIS MFG. CO.

Indianapolis, Ind., March 18.—The assembly building of the Haynes Automobile Company at Kokomo, Ind., which went into the hands of a receiver a short time ago, has been sold to the Davis Manufacturing Company, Inc., of Chicago, for a cash consideration of \$150,000. The Chicago concern manufactures radio and phonograph cabinets and similar products.

LEIMERT IN NEW CONCERN

Chicago, March 18.—Joseph T. Leimert, formerly associated with the Stutz Chicago branch as wholesale manager, is vice-president of the North Shore Stutz Corporation, which has opened sales quarters in the North Shore Hotel Building, Evanston. Gerald Mahon is president. Mr. Leimert entered the automotive field many years ago after having served a long period as vice-president of the Cable Piano Company.

TO DEALERS
Your protected Dunlop
territory may still be
open. Write today.
DUNLOP TIRE & RUBBER CO.
Buffalo, N. Y.

EVERY
2¼
SECONDS
someone buys

a

**DUNLOP
TIRE**

Chicago New Car Sales Reported Best in Years

Chicago, March 18.—Sensational claims of the greatest sale of new cars in recent years were made by Chicago automobile distributors this week.

Richard Wolfe, sales manager for Nash Motors local distributorship, said that during the first two weeks of March his company here showed an 80 per cent. increase in delivery and a 65 per cent. increase in sales over last year.

Mr. Wolfe attributes the increase to more than the general improvement in business conditions and the spring buying rush. He told of the system of follow-ups and prospects seeking they now use.

If a man buys a car, all of his neighbors, associates and colleagues in business are solicited. They are told to watch his car and the fine performance it gives him. Then they are closely followed up, being visited as often as once a week. The method has borne fruit, and in one case, recently, the sale of a single car to a popular man brought in eleven orders within three months from friends, relatives and associates.

Mr. Wolfe believes that on the whole most auto salesmen do not follow up their prospects closely enough. He has instituted a careful follow-up system on all prospects, and reports fine results.

C. F. Warren, assistant sales manager for the Hudson Motors, reported a business nearly double that of this period last year. The unusual spur is due in great part, however, to recent price cuts, making all but the sedan \$51 cheaper, the A. T. D. plan, and the fact that a set of china dishes, worth approximately \$100, is being given with every car bought. The display of dishes in the show window on Auto Row has caused much comment.

Many auto dealers nearby have expressed disapproval, claiming the premium to be entirely unrelated to automobiles, and of no sales value. But at the Hudson shop the sales mark keeps rising as fast as the thermometer at this season, and they smile at their critics.

J. B. Carpenter, retail sales manager for Buick Motors, local Chrysler dealer, also reported business excellent and at least 25 per cent. over last year. His February business was one-third greater than the same months of 1925, he said.

Bad Weather Delays Syracuse Deliveries

Syracuse, N. Y., March 18.—Rutted streets, severely cold weather for mid-March and general slowing down of business have made deliveries of passenger cars slow in this city for the past week.

The Fonda Motor Car Company reports sales satisfactory for early March but deliveries at a standstill. The same is true with the Genesee Motor Car Company, Cadillac distributor.

C. H. Van Denburg, of the Van Denburg Company, Reo distributor, said that his sales are fully 50 per cent. ahead of last year at this time. The new Reo models have stimulated brisk business. Syracuse buyers appear to like the new gear shift and split second braking.

W. H. Clegg, Nash dealer, has the same good news to give out, but finds deliveries retarded by the weather. One distributor attributed the break in the stock market as a cause for some of his buyers not wanting to take possession of cars purchased in January or February.

Jerome K. Rusterholz, head of the Overland-Knight Motors, Inc., has a large number of Overland and Willys-Knight models in warehouses. They are all sold, but deliveries are held up pending better weather. He has returned from the Willys-Overland factory at Toledo with news that he can now supply demands here on cars originally booked to come during April.

Boom in New Cars On Now in Topeka

Topeka, Kan., March 18.—With price cuts on motor cars fairly well established and stabilized, the buying public is showing an even greater demand than had been anticipated and Topeka dealers are voluntarily enlarging their quotas for the season.

The boom in new car business is unprecedented, there usually being a slight slump just before Easter, but this year instead of a let-down there is an increase in activity. All former new car sales records will be broken this year, the dealers now claim.

The good business is not confined to any one type of car, the increase in demand being shown evenly all along the line, with the one and most encouraging exception, that the higher-priced models are showing the biggest increase.

Buyers demanding trade-ins on new cars are not increased, and dealers declare this season a most prosperous condition, the highest sale ratio showing that many are buying their first cars and that it is the unusually large number of this type of customer that is responsible for the boom.

Used Car Sales In N. C. Hurt by Business Status

Charlotte, N. C., March 18.—In the face of weather conditions seldom experienced even in mid-winter, with a resultant sharp decrease in sales of new and used automobiles in the course of the past week, the automobile dealers and distributors of this city declared today that the next ten days will bring the first wave of spring orders for new cars.

The opinion generally was expressed that sales of new cars this spring will exceed those of any previous like period. It was pointed out by several of the leading dealers that the sales so far this year also have equaled or exceeded previous records for the period.

General trade conditions are somewhat clouded, however, by industrial developments of the past few days. While these developments, all relating to curtailment of operations by a large percentage of the many yarn spinning mills of this territory, primarily concern the used car market, the loss of income by the many operatives, who will remain idle a day or day-and-a-half per week, will adversely affect all business. Snow, rain and freezing weather of the recent days seriously interfered with the automotive trade.

The reduction of Federal taxes on new cars already has exerted a definite and favorable influence on the demand, dealers here said. Detailed reports by individual dealers and distributors included the following:

C. C. Coddington, Inc., Buick distributor.—The weather in recent days has been a severe blow to sales. The demand this year to date has been record-breaking, however.

Charlotte Motor Car Company, Hummer distributor.—New car business is fine. The used car business must be watched closely, but it is no worse now than it usually is.

H. D. Heath Motor Company, Hudson-Essex distributor.—The demand for these two lines of cars is brisk. The Hudson-Essex policy of quoting prices as "at your door" is proving very satisfactory. This company announced the appointment of the Charlotte-Hudson Company as metropolitan dealers here, owing to the heavy demand for cars of these lines.

Hoppe Motors, Inc., Chrysler distributor.—This company is moving into dealers' hands all the new cars it can get, and could handle a larger number.

Charles E. Lambeth Motor Company, Dodge Brothers distributor.—The retail sales here and at establishments of this company in Gastonia and Concord and by the dealers in this territory are being maintained at a high level.

Used Cars Piling Up Rapidly in Topeka

Topeka, Kan., March 18.—Used car buyers are not rushing the market this spring as is usual, the local dealers declare. At the same time trade-ins on the huge volume of new car business are piling up a large stock of unused transportation.

The new cars are greatly to blame for this, the dealers declare, many former used car buyers now going in for new models for the first time. The situation would be an alarming one were it not for the fact that the dealers have taken this slowness into consideration in making their take-in prices.

"More cars will be junked this year than ever before," said C. R. Cameron of the Cameron Motors Company, Ford dealer. "The new prices will certainly affect the used cars."

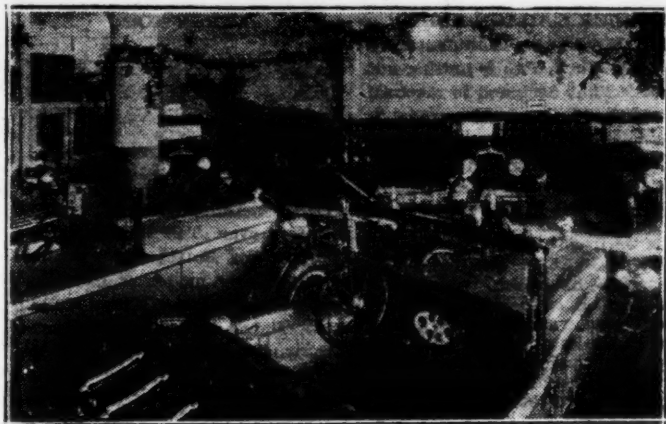
"There's not so much of a slump in the used car trade as it looks," said W. L. Porter, used car dealer. "Many of the car owners are making straight buys of new models and selling their old cars through various channels."

"Of course the used car is always a problem, but this year's increase in sales volume has not hurt the used car business. It has only delayed the opening of the demand season for this type of stuff," said A. J. Kirkpatrick, of the Capitol Motors Company, Chrysler dealer.

CHEVROLET SALES IN DETROIT AT NEW HIGH

Detroit, March 18.—"Art" Goodman, in charge of the Chevrolet retail store in the General Motors building, reports that the second week of March established a record in the sales history of his organization. In that week there were 65 cars delivered, 26 of them being handed over to owners in one day—Saturday. Of the 65 cars, 64 were closed jobs, with one open. The coach was the favorite buy among the Chevrolet customers.

STUTZ MODELS AT DETROIT. A special showing of the complete line of Stutz cars is under way in the showroom of the L. F. Mullin Company, Stutz distributor for the Detroit section. Appropriate decorations have given the display the appearance of a miniature automobile show. Stutz factory officials plan to visit the exhibition.



New Dealers and Distributors

PEERLESS
Indications that March will see an increase in the Peerless dealer representation that will compare favorably with the 25 per cent. increase in February are seen in the report this week that the company has signed twenty-two new dealers. The list follows:—

Seward & Wolford, Cambridge, Md.; McKenney's Garage, Elkhart, Md.; City Garage of Medford, Inc., Medford, Mass.; Bridgeport Automobile Company, Chicago; East Side Motor Sales, Chicago Heights, Ill.; Pennow Motor Sales, Detroit; Paige Jewett Sales and Service, St. Joseph, Mich.; Vandopels & Maderom Auto Company, Zeeland, Mich.; Martin Brothers, Trenton, N. J.; Martin Brothers, Princeton, N. J.; Norquist & Mansfield, Jamestown, N. Y.; Peerless Garage, Warren, Pa.; F. H. Gessaman Motor Company, Springfield, Ohio; Packard Ave. Garage, South Milwaukee, Wis.; Bensonhurst Motor Sales Corp., Brooklyn, N. Y.; Larson's Garage, Aptos, Cal.; Brownell Motor Company, Chico, Cal.; Mustar Motor Company, Fresno, Cal.; The Barney Motor Company, Inc., Gilroy, Cal.; Braden Motor Company,

Memlo Park, Cal.; Ed E. Graves, Redding, Cal.; Cunha Motor Company, Reno, Nev.

STAR-DURANT
The following automobile merchants have recently taken over the sale of Star products:—

J. M. Little Motor Company, Jasper, Ala.; Robertson Motor Sales Company, Camden, Ark.; Charles M. Gillespie, Grand Junction, Col.; City Garage, Dalton, Ga.; Coon Motor Company, Abilene, Kan.; B. L. Lochinaw, Berrien Springs, Mich.; Quicks Motor Sales, Rockwood, Mich.; South Side Motor Company, Kearney, Neb.; Parsells Star Automobile Company, Atlantic City, N. J.; W. Sylvester & Son, Fulton, N. Y.; F. E. Dickinson Motor Company, Grand Forks, N. D.; Lewis-Wright Motor Company, Madill, Okla.; Fitzpatrick & Connolly, Duquoin, Pa.; Morris Motor Company, Columbia, S. C.; Chandler-Cleveland Sales Company, Rapid City, S. D.; Carbon Motor Company, Carbon, Tex.; C. & C. Motor Sales Company, Miles, Tex.; Cross & Henderson, Cross Plains, Tex.; Farmers' Garage, Herndon, Va.; Gillespie Filling Station, Fairfax, Va.; Hornbaker Motor Company, Mannassas, Va.; A. J. Walker, Shackelford, Va.; Fred Berghoefer, West Allis, Wis.; W. V. Harris & Son, Bloom City, Wis.; Muenster & Lange, New Holstein, Wis.

CAROLINA FORD DEALERS OFF FOR VISIT TO DETROIT

Charlotte, N. C., March 18.—Bent on learning first hand as much as possible in a week, 125 Ford dealers from as many towns of the two Carolinas left here on a special train for Detroit where they were scheduled to make an intensive study of the great industrial establishment of the Ford Motor Company. The dealers were accompanied by two representatives of the Charlotte branch of the Ford Motor Company. They were W. F. Duckworth, manager of wholesale sales, and L. H. Deihl, chief roadman. A two-day side-trip to Canada also was on the itinerary of the Ford dealers.

FREE SERVICE GIVEN

Toledo, March 18.—The Willys-Overland at its Toledo branch has inaugurated a free starting and towing service to owners of Willys-Knight or Overland automobiles within the city limits of Toledo. If at any time, for any reason, between 7.30 a. m. and 5.30 p. m., an owner is unable to start his car, the Willys-Overland company will send a competent mechanic and tow car at once to the service station without cost to the motorist.

HUDSON-ESSEX MEET

Evansville, Ind., March 18.—Hudson and Essex dealers from forty counties in southern Indiana and Illinois and western Kentucky assembled here last Thursday to celebrate "Hudson-Essex Day" as the guests of the Wabash Valley Motor Company, Hudson-Essex distributor. Their wives accompanied them. Talks were made by Harry G. Mook, general sales manager, and Robert Summerville, general service manager, Hudson Motor Car Company of Detroit. More than 200 persons attended the celebration.

for Economical Transportation



Thirty-one trainloads of Chevrolet cars were shipped into one state in less than 150 days.

This is another indication of the tremendously growing popularity of the Chevrolet car.

Touring - - \$510	Sedan - - - - \$735
Roadster - - \$510	Landau - - - - \$765
Coupe - - - \$645	½ Ton Truck - \$395 (Chassis Only)
Coach - - - \$645	1 Ton Truck - \$550 (Chassis Only)

ALL PRICES F. O. B. FLINT, MICHIGAN

CHEVROLET MOTOR COMPANY, DETROIT, MICH.

Division of General Motors Corporation

QUALITY AT LOW COST

Disston and Sons Open Dctr. Branch

Detroit, March 18.—A Detroit branch is being opened by Henry Disston & Sons, Inc., of Philadelphia, manufacturers of saws, tools, files and steel. This branch, at 620 East Hancock Ave., will consist of a complete warehouse, offices and all necessary equipment for giving service to users of power saws and other mill goods equipment in this territory.

The steel sales will be in charge of Kenneth L. Clark, Western representative for steel sales, whose headquarters in the past has been at the Disston branch in Chicago.

The mill goods division will be under the direction of L. L. Mather, who has been a member of the Disston organization for many years and who will continue to supervise the Middle Western branches at Cincinnati, Chicago and Atlanta.

CARS BY TRAINLOAD

Los Angeles, March 18.—One of the largest single shipments ever made by the Packard Motor Car Company is now on its way to the Earle C. Anthony Company of this city, Southern California distributor. The shipment of Packard cars, numbering 255, is valued at \$815,561 and requires eighty-five automobile cars to transport them, making up a trainload a mile long. A trainload of Marmon cars is also on the way to Los Angeles from the Marmon factory, according to George S. Pelton, president of the Pelton Motor Company, Marmon distributor for Southern California.

New Automotive Equipment

This department is devoted to the newest developments in automobile accessories, replacement parts and shop equipment. Its columns are open to manufacturers, who are invited to submit descriptions and illustrations of their latest products.

MANLEY GARAGE LIGHT

The Manley Manufacturing Company, York, Pa., is putting out a garage light designed to meet all the requirements of the garage. It is designed to eliminate the trouble light and is so constructed that its rays, it is claimed, may be thrown in any position in order to enable the mechanic to have free access to his work without having to hold a trouble light in one hand and work with the other.

It may be adjusted so that its upper arm may be extended through the window or door of a sedan or coupe, throwing the light inside the car for transmission, brake band or other work. It may also be adjusted to throw the light under the chassis.

It weighs 35 pounds and has a 14-inch cast base and sliding adjustment of 30 inches.

SLIGHT FIRE IN PLANT OF HUDSON MOTOR CO.

Detroit, March 18.—A small fire from a heater used for drying new construction caused minor damage to the new body plant of the Hudson Motor Car Company. Some of the forms encasing new concrete were burned, but the loss was slight and officials say that there will be practically no delay in moving into the new building.

SEDAN TOP



The Lover Top and Convert Company of Buffalo is manufacturing a new model of the Ever Ready sedan top for Willys Knight cars. It is an all glass enclosure. The window frames bend in the middle and when not in use are hooked to the top of the car by strong, adjustable steel springs that prevent the possibility of rattling, it is claimed. The frames are patented, constructed of channel steel and hung from steel side rails so as to be easily detached.

Window frames operate with strong piano wire springs which snap the windows up quickly when they are being raised or hold them securely against the side of the body when the enclosure is in place.

WOULD PROHIBIT FAST CARS

Fainesville, Fla., March 18.—A national law prohibiting manufacture of cars that will go over forty-five miles an hour is advocated by Mayor Fowler of this city.

NORDBERG PRODUCING TWO NEW MACHINES

Milwaukee, Wis., March 18.—Two new types of machines are being produced by the Nordberg Manufacturing Company of this city, embodying new features in the utilization of gasoline motors. One is a track lifter that utilizes the principle of lifting oneself by the bootstraps and the second is an underground shovel.

The track lifter is equipped with a 40 horse power motor, mounted on a steel frame car. When clamps are put on the tracks a long racket bar is set against the ground, the motor backs up tracks and machine lifting rails and ties bodily.

The shovel is designed for the loading of ore, rock and tunnel debris, and compactness of design permits its use in narrow drifts. Operated by air pressure, the machine is expected to replace hand shoveling in tunnels and mines.

TRICO PRODUCTS SUES, ALLEGES INFRINGEMENT

Buffalo, N. Y., March 18.—The Trico Products Corporation, manufacturers of automobile accessories, has filed suit in Federal Court here against two automobile supply companies of Buffalo for alleged infringements of patents on the device made and sold by the Trico Company, known as an automatic windshield cleaner. The complainant demands an accounting of the profits made by the defendants, damages for such infringements and the costs of the suit.

The suits are directed against the Smith Auto Supply Company, Inc., and against Sam Taubman, Elmer L. Turner, partners and owners of the Pittsburgh Auto Sales Company, also known as Taubman's.

WISCONSIN AXLES

WISCONSIN Axles are known and recognized as standard throughout the world. Used under more than one hundred different makes of trucks, busses, coaches, railcars and tractors.

**Bevel Gear, Double Reduction and
Worm Drive**

Full-Floating Semi-Floating

WISCONSIN PARTS CO.

Oshkosh, Wis.

LATEST MONTHLY NEW COMMERCIAL CAR REGISTRATIONS

The figures shown in this table are for February, except where otherwise noted, and are compiled by R. L. Polk & Co. of Detroit.

States	Acme	Autocar	Brockway	Chevrolet	Commerce	Diamond-T	Dodge	Dodge-Graham	Federal	Ford	Garford	G. M. C.	International	Mack	Mason	Overland	Pierce-Arrow	Reo	Republic	Ruggles	Selden	Service	Star	Sterling	Stewart	U. S.	White	Miscellaneous	Totals	States	
Alabama				16			9	7		233		2	5	3				1	2								4	2	284	Alabama	
Arizona				3			7	4		25	3							1										3	46	Arizona	
Arkansas				2			2	1		66			1														1		73	Arkansas	
California	2	27		147		3	192	100	36	421	5	27	16	50	1	4	8	59	6			2	3	1	2		25	95	1232	California	
Colorado				10						34								2											46	Colorado	
Connecticut	1	3	9	61			90	21	20	261	2	6	17	28		4		55		1				1	1		23	26	630	Connecticut	
Delaware				14			5	1		57			1			2		4										1	85	Delaware	
Florida	1	9		35			29	70	17	555			41	14		3		30	1	22							24	15	866	Florida	
Georgia			1	10			39	16	6	327		12	13	8		1		17									21	5	476	Georgia	
Idaho				16			15	4		46	1	1	2	1		1		3					2				5	3	100	Idaho	
Illinois		21		183		108	185	57	47	770	4	45	177	45		3	3	53	6			3	1	14	5		34	216	1981	Illinois	
Indiana		1		75	1	7	50	28	12	590	2	1	47	4		6		32	1			6	3		8		6	30	910	Indiana	
Iowa				65			15	19	5	305		2	37	5		1		22	1								2	15	494	Iowa	
Kansas				21			19	8		232			9			1		2										5	297	Kansas	
Kentucky		5		33			22	15	2	201	1	4	23	6		3		15				11				1	7	29	378	Kentucky	
Louisiana				22			32	6	8	315		1	9	4				2									9	6	414	Louisiana	
Maine				9			9	2		54		1		1				1										1	78	Maine	
Maryland	1	10	2	39	1		26	10	7	215	1	6	14	9		2	1	21	1	2	1	3					19	11	402	Maryland	
Massachusetts		19	7	32			83	40	17	380	2	8	18	32	5	2	4	85			2			1	3	2		31	39	812	Massachusetts
Michigan	2	5		112	4	1	98	58	58	1148		20	51	19		11	2	106	5	12							6	140	1863	Michigan	
Minnesota	1			95		3	17	27	6	225	7	3	20	5		7		22						2			7	10	457	Minnesota	
Mississippi				16			3	1	2	99		1	3														3		128	Mississippi	
Missouri		1		36		7	25	11	12	371		7	31	7		4	1	12	4					1			14	20	564	Missouri	
Montana										3																			3	Montana	
Nebraska				29			21	11	5	314		3	14			1		3						2			2	14	419	Nebraska	
N. Hampshire				4			10	8		23			3	1		1		2										3	55	N. Hampshire	
New Jersey																														New Jersey	
New Mexico								2		6																			8	New Mexico	
New York		14	37	180		5	211	89	14	829		20	21	55	1	15	12	92	1		11		4	4	18		45	44	1722	New York	
N. Carolina				3			4	10		62		3	1					1	2	2							1	5	94	N. Carolina	
N. Dakota				8			4	4		56			4					2									3	2	83	North Dakota	
Ohio	1			18		2	15	8	1	123	1		11	2		3	1	12						1			13	19	231	Ohio	
Oklahoma				11			10	6	2	59		1	3	2				8									4		106	Oklahoma	
Oregon				19			6	1	35		3		2			3		8									7	3	82	Oregon	
Pennsylvania	20	4	29	220	4	9	263	140	23	834	15	15	75	84	14	29	6	139	12	2	1	1	8	27	18		87	147	2276	Pennsylvania	
Rhode Island		3		1			14	4	2	49		2		1			1	9						1	1		5	2	95	Rhode Island	
S. Carolina				6			5	2		110			3	1				2								2		1	132	So. Carolina	
S. Dakota				9			2	3		46			2															2	64	South Dakota	
Texas		2		128			28	33	2	772		6	22	1		1	2	20						1			12	10	1040	Texas	
Utah				3			11	8		24		1	4	1				3										2	57	Utah	
Vermont			1				4	2		4		1		5				2									1	3	23	Vermont	
Virginia				33			14	9	2	178	1		9	4		1	1	5	3	1		1			1		7	10	280	Virginia	
Washington				36			12	18	1	267	3	7	6	18			1	1	8	2							21	21	422	Washington	
West Virginia		1		5			8	2		18	1		2					2		1									41	West Virginia	
Wisconsin				63	1	6	39	28	4	501	7	1	12	7		1	1	20	1	1				2	7		6	25	733	Wisconsin	
Wyoming				6		2		5		16																			29	Wyoming	
D. of Columbia		1		4		7		3		53			8					2									1		79	D. of Columbia	
Totals...	29	176	85	1790	11	160	1647	907	312	11312	56	210	235	425	21	111	45	880	48	44	15	27	35	53	64	1	456	985	20690	Total	

*Month of November. †December figures. ‡Month of January.

Tests of Autos by G. M. C. Now Highly Specialized

DETROIT, March 18.—If the automotive industry is to continue its rate of progress it must know more facts about the materials used, the economies of design and what happens as the car is being operated mile after mile upon the road in the hands of the user.

Measuring Clutch Pedal Pressure

To get these facts General Motors three years ago decided to establish a proving ground and to make it the most comprehensive undertaking of the kind in the world.

The proving ground is a place where all types of motor cars may



Clutch Pedal Pressure

be tested and compared under identical driving conditions. Its activities take two directions:—

First: It provides a place where the engineers of the car divisions of General Motors may bring their products and test them.

Second: It provides a place where resident engineers of the proving ground may carry on independent tests, free from the problems of design and production.

From these tests the proving ground is gathering with impartiality and accuracy data on all cars, to provide comparative information that will reflect the customer's point of view, making it available as a permanent record for all General Motors divisions.

In 1923, the land for the proving ground, comprising 1,125 acres, 42 miles northwest of Detroit, was acquired. In this tract is level and hilly country. All sorts of roads with all kinds of surfaces have been built—concrete, macadam, gravel, dirt, hills, curves, straightaway.

There are living quarters for the staff of resident engineers and the visiting engineers of the divisions while at the proving ground con-



ducting tests on their cars. The garage and service station has facilities for 150 cars.

Facts are facts, and General Motors engineers want answers to these questions. How quick will a car stop? What is its acceleration? How much gas and oil does it consume? What is the minimum speed—the maximum speed? Will it start readily in cold weather? How short will it turn? How much of the road can the driver see?

On the roads of the proving ground the engineers are getting answers to these and many other questions dealing with automobile performance.

In some parts even of this country there are still streams to be forded—roads that are inundated in severe rainstorms. What happens when a car must be amphibious?

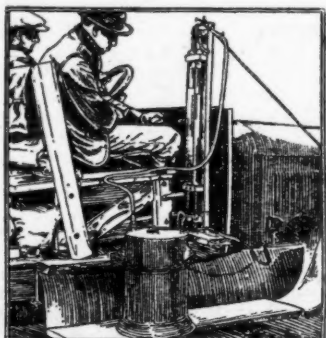
To find out what happens when a car is run in water there was built the bath tub at the proving ground, a depressed piece of con-

crete road, low in the middle, higher at either end, with concrete side walls. It may be filled with water to any desired depth. Cars are run through.

How wet will the driver's feet get from water splashed up through the slots in the floor board for the clutch and the brake pedal? What happens to the brakes when they get wet? Does water splash up on the windshield and obscure vision? Do the driver's windows get wet? Will the ignition short-circuit? Will the carburetor take water, the engine cough and spit and die right in the middle of the stream? What will happen when the end of the exhaust pipe is immersed in water? Will the red hot muffler blow up?

Cars are run summer and winter, day and night, in all kinds of weather, by trained crews of drivers who in a single month concentrate more road experience than could be gained in years of actual service of the cars in the hands of the average users.

Mileage of all cars on test at the proving ground during the first year of its operation exceeded



Fuel Measuring Apparatus

2,000,000 miles, and the schedule for 1926 calls for 350,000 miles monthly, or over 4,000,000 miles for the year, every mile driven under continuous observation.

Formerly road tests were made on the public highway under most adverse circumstances. Obviously it is not possible to conduct a series of tests even over the same piece of road and get comparable results, because of the interference from other cars on the road and the changing conditions of the road itself, over which there could be no control.

Further, each division made its road tests in different sections of the country. At the proving ground the roads do not vary, because they are under constant maintenance, the grades remain fixed, and tests can be made without traffic interference under identical conditions. The results are comparable.

WASH. MOTOR LINES IN '25 EARNED \$5,365,036

Olympia, Wash., March 18.—Passenger lines of auto stage concerns operating in this state collected total revenues of \$3,490,202 during 1925, according to officials of the motor vehicle division of the State Department of Public Works. The grand total for all classes of motor transportation for the year was \$5,365,036.78, the freight revenues being \$1,578,967 and express lines \$141,686.

Of this amount the state's share of 1 per cent. of the gross dividends amounted to \$49,860.37. The fact that this amount was much more than was required for the operation of the department, for which purpose the tax is levied, resulted in notice being given that the tax due for the first quarter of 1926 would be entirely suspended.

Open Season for Motorists to Aid Iowa Tire Sales

Des Moines, Ia., March 18 (U. T. P. S.).—The rubber tire and tube situation in Des Moines has a more promising outlook than it had during the winter. The Akron Tire Company, under the management of the Daniel Brothers who operate three tire stores in this city, look upon the spring and summer as affording them proper business.

According to A. H. Daniel:—

"While our sales for this time are about the same as they were last year and perhaps no better than they were for last month, we are noticing some improvement. Collections are better, perhaps due to the fact that we are watching our accounts more closely and tightening down on credit. While we are selling cheaper grades of tires and tubes, the balloon tire trade is better and the prospects are for a good year for balloons; better than last year."

"The cheaper rubber has somewhat retarded sales as people naturally hold off buying, hoping for a reduction. The small buyer purchases only for immediate needs."

"While we expect a more active business this year, we also expect keener competition because of two new tire dealers entering this field and doing a credit business, requiring only a small payment down on the installment plan."

John Fredericks of the Standard Tire Sales Company is very cheerful in regard to the tire business. January, February and March have been good months for the company, with each month showing a progressive increase of trade.

"March," according to Mr. Fredericks, "started in exceedingly well, although we are selling more low priced tires, and balloon tire sales look good. There is always at this time of year a noticeable increase in business, both in new tires and in repairs, due to the fact that many people take their cars out of storage. In overhauling them they find a need of new tires and repairs before the car is ready for use."

"Collections are not as good so far this month as those of last month, but this may be due to the fact that taxes are being paid, and that our accounts are just delayed."

Seattle Dealers Find Business Picking Up

Seattle, March 18.—A. A. Gray, manager of the Truck Tire Company here, states sales have increased slightly over last week. The increase of buses here is the cause of the increase, and more buses are to be put in operation in the near future.

The Triangle Tire Company, specializing in corduroy cords, reports that sales for the past two weeks have been very satisfactory. It has a special sale on now of \$1 down and a free new inner tube with every new corduroy cord tire purchased, which will last for a limited time. Sales increased more than 10 per cent. over the past two weeks.

The New Method Tire Shop, which sells mostly second hand and retreaded tires, reports business as very good and sales increased about 80 per cent. in the last two weeks. C. J. Anderson, owner, says retreaded balloons are giving double service.

The Pacific Tire and Rubber Company, Samson Cord tire dealers, say their sales have increased 50 per cent. in the last two weeks. They handle new and second hand tires.

ORANGE TIRE MFG. CO. ORGANIZED AT SANTA ANA

Santa Ana, Cal., March 18.—Starting in a conservative way, the Orange County Tire Manufacturing Company has been organized here for the purpose of manufacturing Master cord tires.

Actual manufacturing has already started under the Wayway process. Local men are backing the concern. Among those actively interested are John Kettler, William Waller, Thomas L. Nichols, H. H. Kelly, John Hay and William Pennock. It is planned to soon have the production at 100 tires daily. The concern is now manufacturing 30x3 1/2, 32x4, 32x4 1/2, and molds have been ordered for 29x4.40, 33x41 and 33x5.

DR. ROHR SPEAKS

Detroit, March 18.—Dr. Paul G. Rohr, former personnel director of Curtiss Airplane Company, was the speaker at the noonday lunch of the Boulevard Shrine Club yesterday. His subject was "Trustees of America."

FIRESTONE RUBBER TREES IN FLORIDA DOING WELL

Jacksonville, Fla., March 18.—Harvey S. Firestone, president of the Firestone Tire and Rubber Company, spent several hours between trains here last week in conference with C. V. Jones, manager, and A. J. Burch, assistant manager of his local branch, which handles distribution of his product in South Georgia and Florida.

His experiments in growing rubber trees in Florida are progressing satisfactorily, his local assistant manager said, though the trees are not yet old enough to determine the practicability of growing them on a large scale for commercial production of rubber gum.

DIVISIONAL MANAGER

New York, March 18.—C. U. McGriff has been appointed manager of the commercial car division of the Marion Chevrolet Company here at 936 North Meridian St., direct factory-dealers for Chevrolet. For the past three years he has been closely identified with the truck and delivery car business in Indianapolis. For two and one-half years he was commercial car manager for Dodge Bros. cars in Indianapolis.

NEW TRANSPORT CO.

Charlotte, N. C., March 18.—Abraham Rosen of New York, who recently came to this city, organized the United States Film Transport Company, of Charlotte, with an authorized capital of \$100,000. The company will operate motor truck lines, principally for the purpose of hauling motion picture films between exchanges here and theaters in this territory, representatives of the company announced.

MACK BUS SALES

New York, March 18.—Deliveries of Mack buses in 1925 increased 159 per cent. as compared with deliveries in 1924, and during the last six months of the year exactly 100 more buses were delivered than during the entire year of 1924, according to a statement by Roy A. Hauer, manager of the bus department of the International Motor Company here.

OHIO DISTRIBUTING CO. TO HANDLE BARABELL LINE

Mansfield, Ohio, March 18 (U. T. P. S.).—The Ohio Distributing Company, recently chartered with an authorized capital of \$50,000 is organized for the purpose of distributing the Barabell line of tires and tubes, manufactured by the Columbus Tire Company of this city. The incorporators of the company are C. H. Klinger, William Klinger, A. L. Metheany, G. W. Smithson and Marie Smithson.

The plans call for the organization of the Ohio Discount Company, with a similar capital by the same incorporators which will act as finance company. The Ohio Distributing Company will distribute the tires and tubes in the western half of Ohio on the time payment plan and the discount company will act as financial agent. Negotiations are in progress for the leasing of a warehouse.

TO MAKE BATTERIES

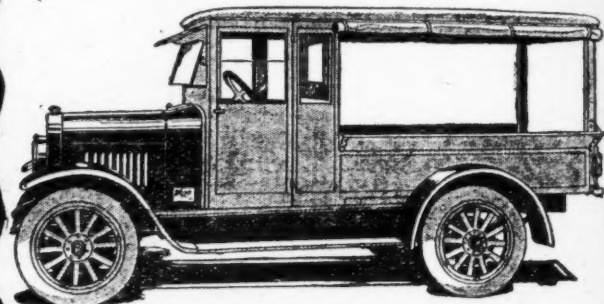
Olympia, Wash., March 18.—Production of an automobile and radio battery of the wet cell type is to be started in Vancouver, Wash., by Joseph Downey and Lloyd McGee of that city. Laboratory machinery and molding equipment for the new concern are now being installed. In addition to manufacturing complete batteries, the company will manufacture plates and other parts for battery repair. Downey will be in charge of the distribution and McGee of the production end of the business.

THIS

will pay your RENT!

22,000 miles, 8 nails—yet tire still hard. Just tell your customers. They'll BUY. EEZEE pays complete shop overhead for H. J. of Detroit. Write for sales plan and discounts. No obligation. EEZEE Mfg. Co., 1111-13 S. Broad St., Philadelphia, Pa.

EEZEE Puncture Cure



"Buddy" Stewart Has Caused A Stir in Truckdom

3/4 Ton
Speed Truck
\$895 chassis

Other Models

4 and 6 Cylinder Motors

1 Ton Speed Truck
1 1/4 Ton Speed Truck
1 1/2 Ton Speed Truck
2 Ton, 2 1/2 Ton, 3 1/2 Ton
Also 18 and 25 Passenger
Bus Chassis

All Prices f. o. b. Buffalo

Our franchise requirements are unusually liberal.
Write or wire for details.

STEWART MOTOR CORPORATION—Buffalo, N. Y.

Stewart

MOTOR TRUCKS

"Buddy" Stewart is a real 3/4 Ton Speed Truck at a popular price. All truck—not a converted passenger car, not a one-year truck. Good-looking, easy riding, easy steering, reliable and economical.

Throughout the world many 4, 6, 8, 10 and even 12 year old Stewarts are still on the road, proving every day the claim of owners and drivers that Stewart is "America's Greatest Truck Value."

Automotive Daily News

"Of, By and For the Entire Automotive Industry"

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O. J. Elder, President; George M. Stocum, Vice-President; G. L. Harrington, Treasurer; Alexander Johnston, Secretary.

FRIDAY, MARCH 19, 1926

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Connecting Links

SOME weeks ago a prominent automotive official made the remark that the industry fears traffic saturation more than it does the mythical saturation point of car ownership. In other words, he fears that congestion of traffic on the roads will, for obvious reasons, discourage prospective purchasers of motor vehicles.

This is a really important consideration and one that deserves earnest thought by all automotive men. In many instances traffic congestion is increased by lack of facilities to link up existing highway systems. For instance, at the present moment New York city is separated from highway outlets on the west by the Hudson River. The only method of reaching the New Jersey road system is by ferryboat. Now, ferryboats serve a useful purpose, but as a means of bridging a generous river for motor traffic they are nearly useless. Any pleasant afternoon will find a line of cars waiting to cross over to Jersey at all the principal ferries in New York. Sometimes these lines stretch for miles. At night the same condition holds on the Jersey side, where New York cars are waiting to get home. It is no uncommon experience to wait two hours before one's turn comes to get on a boat.

At Philadelphia the same situation has held for motorists desiring to cross over to the New Jersey shore, to gain the roads to Atlantic City and other coast resorts.

Here were two perfectly good highway systems rendered inefficient because of lack of connecting links, bridges or tunnels. A tunnel is now in course of construction under the Hudson River, which will give motorists free access to the roads of New Jersey. A bridge has just been authorized which will give a further quick means of reaching the roads on the other side of the river. A new bridge has just been opened connecting Philadelphia and Camden, N. J. These various structures will facilitate motor travel throughout the sections they serve.

The point for us to remember is that it is our duty as members of the automotive industry to study highway conditions, not only from the point of view of road surfaces, but from the larger view of achieving maximum efficiency of highway operation. We should be able to recognize the need for connecting links that will increase the efficiency of any given system of roads and then we should take the lead in agitation for the construction of such strategic connections.

"The sales which motor companies are enjoying are due, to my mind, to a recognition on the part of the purchasing public that we are giving by far the greatest value for the dollar. Measured, both on the basis of comparative price and service rendered, the motor car today represents an outstanding bargain to the purchaser, as compared with other articles he commonly buys."—Alfred P. Sloan, president of General Motors.

As a matter of fact, automotive products are nearly 40 per cent. under their pre-war price levels, while practically every other manufactured commodity is 40 per cent. or more above the 1914 prices.

March production of the Ford Motor Company began with car number 13,286,290. The total number of cars in use throughout the world today is slightly more than 25,000,000. All of which proves that Henry Ford cannot justly be accused of sloth.

U. S. CARS STILL LEAD IN GREECE

European Makers, However, Stage Strong Comeback

Special to the Automotive Daily News

Athens, March 18.—Prior to the war French cars dominated the Greek market, but entirely lost their position during it. American cars, especially in the cheaper models, were exclusively imported during the latter part of the war and for the few following years; 1922 was the banner American year, when imports from the States were about 300 per cent. ahead of the total from all other countries.

It, however, is to be regretted that so few higher class American products were offered the Greek buyer, as he is rapidly turning back to European sources of supply, especially Italy and Germany for the quality products he wants, now that he has caught the auto bug using the cheap American machines.

There are 5,000 cars in Athens alone, and the now popular horse power, high efficiency engine four-seater. Private operators are running about eighty motorbuses in the Greek capital, the deficiencies of a poorly developed trolley system and the rapidly overflowing population are opening a good market for more of these machines.

Trucks also are in strong demand for freight service, especially to ply between the agricultural districts and the seaports, wherefrom are exported tobacco, olives, oil, raisins, wines, etc. Fiat seems to have the pick of the truck trade.

Motorbuses are of French make and the local representative selling them is said to have made sales amounting to a total of a million dollars, having placed machines in all important cities.

It seems that the Greek market cannot be satisfactorily covered from Athens. This latter city is a center for the inhabitants of what is known as "old Greece" and the islands, but the buyers from "new Greece," Macedonia and Thrace, are more likely to buy in Salonica. A selling agent in both cities is imperative to completely cover the market.

BUCKMAN WILL MANAGE TAMPA, FLA., AUTO SHOW

Cleveland, March 18.—Herbert Buckman, manager of the Cleveland Automobile Manufacturers' and Dealers' Association and director of the annual Cleveland Auto Show, will have charge of the Tampa, Fla., Automobile Exposition at Davis Island Coliseum, April 7 to 10, according to word received here today. Buckman has been released by the local association until the Tampa show is concluded.

The Tampa show is expected to be sponsored by the automobile trade of southwestern Florida and leading accessory manufacturers are co-operating to make the show an annual event.

OHIOANS SEE \$5,628,000 SAVING FROM EXCISE CUT

Cleveland, March 18.—Ohio motorists during 1926 will save \$5,628,000 as a result of the reduction of the automobile excise tax by Congress, according to estimates issued today by C. C. Janes, secretary of the Ohio State Automobile Association.

At the same time, George M. Graham, vice-president of the Chandler-Cleveland corporation, declared that the elimination of the parts tax, which he called a tax on misfortune, was a source of "justifiable pride to the motorists of Ohio."

How Truck Companies Are Financing Sales

New York, March 18.—The feature of the annual report of Mack Trucks, Inc., and White Motor Co. is the way both companies have relieved their balance sheets of notes receivable on account of trucks sold on time payments. Truck producers, unlike the automobile manufacturers, have for some years been carrying the bulk of their paper or discounting it at banks.

With growth of time payments in purchase of trucks, the amount of capital tied up in receivables has become unwieldy for the companies to handle in conjunction with manufacturing activities, and finance corporations have been formed to specialize in this work. These finance companies sell their own obligations and thus finance the time sales without tying up the

capital of the parent companies. With a comparatively small amount of their own capital invested the parent companies are swinging, through the finance company, a large volume of paper and are also assured of the profits derived from this branch of their business.

Mack Trucks' investment in the Mack Acceptance Corporation is \$4,400,000. The Acceptance Corporation carried \$26,721,154 in notes receivable, secured by liens on trucks, etc., sold by the parent company. The Acceptance Corporation on December 31, 1925, was borrowing \$15,743,500 on its own account and was also indebted to Mack Trucks, Inc., for \$7,545,833. Its earned surplus at the end of last year amounted to \$76,614.

CHANGE SHOW DATES

Welch, W. Va., March 18 (U. T. P. S.).—The Welch Chamber of Commerce has announced a change in the date of the automobile show which was to be held this month. Due to the number of applicants for space it was necessary to move the date ahead to the week of April 12 to 18.

MOTIVE FACTS WANTED

London, March 18 (U. T. P. S.).—The Society of Motor Manufacturers and Traders is following the example of the United States National Automobile Chamber of Commerce and proposes to institute a special department to collect and disseminate statistical information regarding the British industry.

MAKE HIGHWAY SURVEY

Milwaukee, Wis., March 18.—Officials of the State Highway Commission are in Milwaukee this week making a complete survey of the city's arterial highway system with a view to changing the present system where it is found changes are advisable.

CHICAGO TAX CUT

Chicago, March 18.—Practically all of the automobile distributors and dealers in the Chicago district have notified prospective customers they will absorb the 2 per cent. excise tax on immediate sales.

RECORD THROGS ATTEND FORT WORTH EXHIBITS

Fort Worth, Texas, March 18 (U. T. P. S.).—Five hundred thousand dollars worth of automobiles, all the newest creations of motordom, were exhibited under one roof for the first time in the Southwest here this week when the Fort Worth Automotive Trades Association staged its seventh annual show in connection with the Southwestern Exposition and Fat Stock Show.

More than 250,000 persons visited the show during the ten days' duration and sales amounting to hundreds of thousands of dollars were made from the floor of the big show building.

The distributors and dealers declared the show was the most successful ever staged by them in point of interest stimulated and number of sales made.

PROPOSE NEW COAST ROAD

San Francisco, March 18 (U. T. P. S.).—The State Highway Commission of California has under consideration a proposal for a new route on the Pacific Coast Highway over the mountains between San Francisco and Monterey which will lessen the grade and shorten the distance between San Francisco and Los Angeles and other Coast points.

Coming Automotive Events

MARCH

- 12-18—Oklahoma City, Okla. Automotive Equipment Association merchandising meeting.
- 17-18—Winston-Salem, N. C. North Carolina Automotive Trades Association annual convention.
- 18—Winston-Salem, N. C. National Automobile Dealers' Association Sales Congress.
- 20-Apr. 9—State of Texas. Automotive Equipment Association, meeting of the merchandising department.
- 21—Los Angeles, Cal. Automobile race.
- 22-27—Longview, Wash. Automobile Show.
- 23-25—Washington, D. C. National Conference on Street and Highway Safety.
- 24—Cleveland, O. Annual meeting of the Cleveland Automobile Manufacturers and Dealers, Hollenden Hotel.
- 25—Detroit, Mich. Society of Automotive Engineers, meeting of the Detroit section, General Motors Building.
- 26-27—Bridgeport, Conn. Automobile Show.
- 23-25—Saratoga Springs, N. Y. Automobile Show.
- 25-26—Chicago, Ill. Society of Automotive Engineers and American Society of Agricultural Engineers, annual tractor engineering meeting.

APRIL

- 3-14—Frankfurt-on-Main, Germany. International Motor Car Show.
- 5—Greenville, N. C. Automobile Show.
- 8-10—Savannah, Ga. Savannah Auto Trade Association Show.
- 10—New Orleans, La. Automotive Equipment Association, meeting of the merchandising department.
- 15—Fresno, Cal. American Automobile Association race.
- 20-23—Philadelphia, Pa. Retail Delivery Association, annual convention, Bellevue-Stratford Hotel.

MAY

- 1—Atlantic City, N. J. Races at opening of new speedway.
- 10—Charlotte, N. C. American Automobile Association race.
- 12-13—Galveston, Tex. Tenth annual convention of the Texas Automotive Dealers' Association.
- 13-15—Detroit, Mich. American Gear Manufacturers' Association, tenth annual convention, Book-Cadillac Hotel.
- 30-31—Indianapolis, Ind. 500-Mile race.

JUNE

- 1-4—French Lick Springs, Ind. Semi-annual national meeting of the National Society of Automotive Engineers.
- 8-10—Detroit, Mich. American Body Builders' Association, convention, Hotel Statler.
- 12—Altoona, Pa. American Automobile Association race.
- 12-13—Le Mans, France. Rudge-Whitworth twenty-four-hour stock car race.
- 16-18—Philadelphia, Pa. Society of Industrial Engineers, thirteenth national convention, Bellevue-Stratford.
- 14-19—Montreal, Canada. Automotive Equipment Association meeting, Mount Royal Hotel.
- 20—Laurel, Md. American Automobile Association race.

JULY

- 5—Salem, N. H. American Automobile Association, race.
- 17—Atlantic City, N. J. American Automobile Association, race.

AUGUST

- 3-6—Denver, Col. Denver Post outdoor automobile show.

SEPTEMBER

- 6—Altoona, Pa. American Automobile Association, race.
- 23—Salem, N. H. American Automobile Association, race.

Financial News of the Automotive Industry

BENNETT ASSAILS WHOLESALE AUTO INSURANCE PLAN

Opposes Entrance of Finance Companies Into Surety Business

CHICAGO, March 18.—Walter H. Bennett, secretary-counsel of the National Association of Insurance Agents, decries the practice of the American people in madly buying anything and everything for sale on a credit basis, the slogan of the producer being "Buy today, pay tomorrow," in drawing a parallel to a phase of wholesale automobile insurance.

"Wholesale insurance plans and their results have imposed difficulties upon insurance, particularly where automobile financing is concerned," said Mr. Bennett. "I understand a group of companies is considering a proposal whereby automobile finance companies may be provided with a single interest policy covering the interest of the finance companies apart from the interest of the retail purchaser of the car."

The policy in question would be in the nature of an excess now being used by some finance companies for collision insurance. Under this policy, the retail purchaser would be required to obtain his insurance from a local agent at regular rates in any company, covering the full purchase price of the car, and written jointly in the name of the purchaser and the finance company, with loss payable as their respective interests might appear.

This single interest policy would not appear to create double insurance, Mr. Bennett said, but would act as excess cover and be used only in case the purchaser was insolvent and the finance company was unable to collect under the owner's individual policy.

Calling attention to the fact that the interest of the finance company is the point about which this proposal would seem entirely to revolve, Mr. Bennett said:

"Let it be remembered that a finance company has no interest whatever in insurance on automobiles, even though it finances them, when it becomes certain that any unpaid balances are secured. Any invasion of the business of insurance by finance companies is unethical and illegitimate."

Shortage of Skilled Labor In Auto Centers Indicated

Washington, March 18.—A slight shortage of skilled workers in the automobile manufacturing centers of Michigan is indicated by the United States Bureau of Labor's current Industrial Employment Information Bulletin. Labor conditions in Michigan are summarized as follows:

General.—There is a general surplus of common labor. The automobile industry is operating on peak-production schedules and employment conditions are very satisfactory in this line.

Detroit industrial district, including Hamtramck, Highland Park, and Wyandotte.—A slight shortage of skilled mechanics is reported particularly noticeable in the automobile industry. There is a surplus of unskilled laborers.

Grand Rapids.—Employment conditions in this city continue very good, although a surplus of common labor is still apparent. Automobile-body plants and tool and die shops are working overtime.

Wholesale Gasoline Price Moves Lower

Chicago, March 18.—United States motor gasoline in the Tulsa market is quoted at 9¢ cents to 9½¢ cents, off ½¢ cent a gallon on the top price. This is the latest of several reductions reflecting the generally weaker market for wholesale gasoline.

AMERICAN BOSCH'S '25 NET \$521,393

Compares With \$107,626 in 1924; Assets Total \$12,303,819

New York, March 18.—The American Bosch Magneto Corporation reports for the year ended December 31, 1925, a net profit of \$521,393, after charges, equivalent to \$2.51 a share earned on 207,399 outstanding shares of no-par stock. This compares with \$107,626, or 77 cents, on 138,266 shares in 1924.

The statement for 1925 compares as follows:—

	1925.	1924.
Net sales	\$10,467,308	\$10,467,308
Net before deprecia.	\$882,053	\$305,549
Depreciation	200,660	200,660
Interest	160,000	160,000
Net profit	\$521,393	\$107,626

Consolidated balance sheet as of December 31, 1925, compares as follows:—

	1925.	1924.
U. S. P. & eq.	\$4,032,073	\$3,951,374
Pat. and trac.	584,176	584,176
Cash	160,953	180,211
Nts. & acct. rc.	1,609,782	1,208,686
Inventories	2,867,638	2,863,600
Def. chgs.	103,774	78,124
Investments	2,935,423	2,818,562
Emp. stk. sub.		
Total	\$12,303,819	\$11,695,743

Cap. stk. & s. \$10,207,265 \$7,670,111

Nts. and acct. pay. 1,927,095 1,597,018

Res. for cont. 160,000 100,000

Accrued accounts. 69,459 78,614

Gold notes 2,250,000

Total \$12,303,819 \$11,695,743

*Represented by 207,399 no par shares.

†After depreciation.

TO EXPAND CAPITAL

Akron, O., March 18.—President J. M. Alderfer of the Akron Rubber Reclaim Company announces that on April 3 the stockholders will meet to consider increasing the capitalization from \$500,000 to \$1,000,000. The improvements the company is making will be completed soon.

BUS GETS INJUNCTION

Waco, Tex., March 18.—Extension of an injunction restraining the city of Waco from collecting license fees from service car and bus drivers of the city has been granted in District Court here. Final settlement of the case will depend on its hearing in the Tenth Court of Civil Appeals.

RANGE OF AUTOMOTIVE STOCKS

NEW YORK STOCK EXCHANGE

Previous, 1925	High	Low	Div.	Sales	High	Low	Close	Net Change
16 9%	16 9%	16 9%		Ajax Rubber	300	11 1/4	11 1/4	—
94 1/2 82 1/2	94 1/2 82 1/2	94 1/2 82 1/2		Allis-Chalmers	200	8 1/4	8 1/4	—
34 1/2 20	34 1/2 20	34 1/2 20		Am. Bosch Magneto	100	23 1/2	23 1/2	—
37 1/2 28	37 1/2 28	37 1/2 28		Briggs Mfg. Co.	900	31	31	—
54 1/2 35	54 1/2 35	54 1/2 35		Chrysler Corp.	17,800	40 1/2	39 1/2	—
83 1/2 50 1/2	83 1/2 50 1/2	83 1/2 50 1/2		Continental Motors	3,400	12 1/2	11 1/2	—
47 1/2 30 1/2	47 1/2 30 1/2	47 1/2 30 1/2		Dodge Bros. A.	5,900	25 1/2	25 1/2	—
88 1/2 83	88 1/2 83	88 1/2 83		Dodge Bros. pf.	900	86 1/2	86 1/2	—
32 1/2 26 1/2	32 1/2 26 1/2	32 1/2 26 1/2		Katon Axle & Spring	1,300	28 1/2	27 1/2	—
79 1/2 71 1/2	79 1/2 71 1/2	79 1/2 71 1/2		Electric Stor. Battery	2,500	79	77 1/2	—
24 1/2 10	24 1/2 10	24 1/2 10		Emerson-Brant pf.	400	14	14	—
82 1/2 71	82 1/2 71	82 1/2 71		Electric Auto-Lite	100	72	72	—
105 1/2 85 1/2	105 1/2 85 1/2	105 1/2 85 1/2		Fisher Body	700	95 1/4	94	—
26 1/2 14 1/2	26 1/2 14 1/2	26 1/2 14 1/2		Fisk Rubber	2,600	18 1/2	18 1/2	—
107 100	107 100	107 100		Fisk Rubber 1st pf cv	100	102 1/2	102 1/2	—
42 36	42 36	42 36		Gabriel Snubber	400	37 1/2	37 1/2	—
9 1/2	9 1/2	9 1/2		Gardner Motor	100	8 1/4	8 1/4	—
12 1/2 11 1/2	12 1/2 11 1/2	12 1/2 11 1/2		General Motors	66,100	129 1/2	127 1/2	—
115 1/2 113 1/2	115 1/2 113 1/2	115 1/2 113 1/2		General Motors 7s pf	200	115 1/4	115 1/4	—
25 1/2 23	25 1/2 23	25 1/2 23		Gilchrist Co.	2,600	23	22 1/2	—
70 1/2 66 1/2	70 1/2 66 1/2	70 1/2 66 1/2		Goodrich Co.	7,600	64	62	—
109 1/2 101	109 1/2 101	109 1/2 101		Goodyear T. & R. pf.	200	105 1/2	105 1/2	—
108 106 1/2	108 106 1/2	108 106 1/2		Goodyear T. & R. pf pf	100	106	106	—
123 1/2 102 1/2	123 1/2 102 1/2	123 1/2 102 1/2		Hays Wheel	300	42	42	—
28 1/2 17	28 1/2 17	28 1/2 17		Hudson Motor Car.	31,100	118 1/2	109 1/2	—
66 46 1/2	66 46 1/2	66 46 1/2		Hupp Motor Car.	2,000	22 1/2	22 1/2	—
21 1/2 15 1/2	21 1/2 15 1/2	21 1/2 15 1/2		Jordan Motor Car.	9,100	52 1/2	50 1/2	—
126 106	126 106	126 106		Kelley-Springfield	300	17 1/2	17 1/2	—
46 10 1/2	46 10 1/2	46 10 1/2		Kelsey Wheel	300	111	111	—
33 28	33 28	33 28		Lee Rubber & Tire	3,300	11 1/2	11 1/2	—
37 1/2 31	37 1/2 31	37 1/2 31		Marlin Rockwell	200	30 1/2	30 1/2	—
53 1/2 40 1/2	53 1/2 40 1/2	53 1/2 40 1/2		Moon Motors	800	32 1/2	32 1/2	—
33 1/2 29	33 1/2 29	33 1/2 29		Motometer A.	800	42 1/2	42 1/2	—
19 1/2 14 1/2	19 1/2 14 1/2	19 1/2 14 1/2		Motor Wheel Corp.	300	29 1/2	29 1/2	—
15 1/2 10 1/2	15 1/2 10 1/2	15 1/2 10 1/2		Mullins Body	100	16 1/2	16 1/2	—
66 55	66 55	66 55		Murray Body	800	12 1/2	12 1/2	—
22 1/2 16 1/2	22 1/2 16 1/2	22 1/2 16 1/2		Nash Motors	4,400	59	58 1/2	—
43 1/2 33 1/2	43 1/2 33 1/2	43 1/2 33 1/2		Omnibus Corp.	2,400	18 1/2	17 1/2	—
26 1/2 20	26 1/2 20	26 1/2 20		Packard Motor Car.	1,300	36	35 1/2	—
43 1/2 37	43 1/2 37	43 1/2 37		Paige-Detroit Motor	900	22 1/2	21 1/2	—
103 1/2 81 1/2	103 1/2 81 1/2	103 1/2 81 1/2		Pierce-Arrow	4,300	33	31 1/2	—
31 1/2 21	31 1/2 21	31 1/2 21		Pierce-Arrow pf	1,000	97	96 1/2	—
92 1/2 72	92 1/2 72	92 1/2 72		Spicer Mfg. Co.	1,000	119	119	—
77 1/2 66	77 1/2 66	77 1/2 66		Stewart-Warner Speed	5,300	86 1/2	83 1/2	—
61 1/2 55	61 1/2 55	61 1/2 55		Stromberg Carburetor	600	74	73 1/2	—
56 1/2 44 1/2	56 1/2 44 1/2	56 1/2 44 1/2		Studebaker Co.	2,600	58 1/2	57 1/2	—
109 104	109 104	109 104		Timken Roller Bear.	100	52	52	—
90 73 1/2	90 73 1/2	90 73 1/2		U. S. Rubber	300	106	106	—
6 1/2 3 1/2	6 1/2 3 1/2	6 1/2 3 1/2		U. S. Rubber 1st pf.	2,300	77 1/2	75 1/2	—
34 24 1/2	34 24 1/2	34 24 1/2		White Motors	400	4 1/2	4 1/2	—
39 31 1/2	39 31 1/2	39 31 1/2		White Motors ris.	13,900	26 1/2	26 1/2	—
33 1/2 27 1/2	33 1/2 27 1/2	33 1/2 27 1/2		Willis-Overland	700	98	97 1/2	—
96 1/2 93 1/2	96 1/2 93 1/2	96 1/2 93 1/2		Willis-Overland pf	600	29 1/2	29 1/2	—
				Yellow C. & T. B.	100	96 1/2	96 1/2	—
				Yellow C. & T. pf.	100	96 1/2	96 1/2	—

NEW YORK CURE

Sales	Stocks	High	Low	Last	Chg.
2500 Auburn Auto	64 1/2	62 1/2	62 1/2	62 1/2	—
400 Brill & W. A.	21 1/2	21 1/2	21 1/2	21 1/2	—
200 do E.	21 1/2	21 1/2	21 1/2	21 1/2	—
1600 Durant Mts	9 1/2	9 1/2	9 1/2	9 1/2	—
200 Fageol Mts	6 1/2	6 1/2	6 1/2	6 1/2	—
210 Fire-T&R pf	89	89	89	89	—
300 Franklin Mf	27	25 1/2	25 1/2	25 1/2	—
1600 Goodyear T&R	36 1/2	35 1/2	35 1/2	35 1/2	—
100 Rickenbacker M	6 1/2	6 1/2	6 1/2	6 1/2	—
300 Rickenbacker M	6 1/2	6 1/2	6 1/2	6 1/2	—
100 Spitzdorf Mf	36	36	36	36	—
100 Stromberg w	32 1/2	32 1/2	32 1/2	32 1/2	—
1100 Sultz M Car	28 1/2	28 1/2	28 1/2	28 1/2	—
100 US Lub & H	21 1/2	21 1/2	21 1/2	21 1/2	—
300 U S Rub Res	18 1/2	18 1/2	18 1/2	18 1/2	—
2600 Yel Taxi NY	13 1/2	13 1/2	13 1/2	13 1/2	—

CLEVELAND

Stocks	High	Low	Last
Firestone	115 1/2	113 1/2	113 1/2
Goodyear	36 1/2	36 1/2	36 1/2
Peerless	26 1/2	25 1/2	25 1/2
Seiberling	25 1/2	25 1/2	25 1/2

(The above table shows Wednesday's stock movement, complete.)

Current Commodity Prices

New York, March 18.—The crude rubber market remains dull and spiritless. Prices are inclined to sag. Trading is on a small scale. The gasoline market is slightly firmer, but no price advances of consequence have been put into effect. Conditions in the steel industry show little change. Buying by automobile manufacturers is increasing. The price situation remains about the same.

STEEL PRODUCTS

Semi-Finished—Gross Tons	Price
Billets, re-rolling	\$35.00a36.00
Billets, forging	41.00a42.00
Steel bars (hot rolled)	2.00a2.10
Plates (hot rolled)	1.80a1.85
Blue annealed sheets	2.40a2.50
Black sheets	3.25a3.35
Auto body	4.40a4.50
Bands	2.40a2.50
Cold rolled strip	2.90a3.00
Hot rolled strip	2.30a2.50

IRON AND STEEL SCRAP

(Buying prices, f. o. b. New York.)	Price
Heavy melting steel	\$12.00a13.00
Machine-shop turnings	10.00a12.00
Cast iron borings	10.00a12.00
No. 1 cast scrap	16.00a17.00

MILL PRODUCTS

Base prices, cents per pound, f. o. b. mill.	Price
High brass sheets	19 1/2
Copper in rolls	21 1/2
Zinc spot, New York	7.80a7.85
Lead, spot, New York	8.20a8.30
Aluminum, virgin 98a99%	27a

SEAMLESS TUBING

High brass	Price
Copper	23.75
High brass (round 3/4 to 2 1/2 in.)	16 1/2
Copper rods, round	22 1/2

OIL AND GASOLINE

Garage (steel barrels)	Price
Up-State New York	a18
Single tank cars, delivered, New York	13 1/2aNom

CRUDE PRICES AT WELLS

EASTERN—Penn. grade oil	Price
in N. Y. Tran.	in Buckeye \$3.36
Bradford District	2.65
in Nat. Tran.	2.25
Penn. grade oil	3.65
in Nat. Tran.	3.55
Gaines grade oil	3.55
in Nat. Tran.	3.20
Penn. grade oil	3.20
in S. W. Pa.	3.25
Pipe lines	3.55
Penn. grade oil	3.55
in Eureka P.	3.50

MOTOR GASOLINE

Garage (steel barrels)	Price
Up-State New York	a18
Single tank cars, delivered, New York	13 1/2aNom

Special from A. D. N. Washington Bureau

Washington, March 18.—Sixty companies, mostly American, have agreed to take space at the international exhibit of roads, transport and touring to be held in Buenos Aires, the Department of Commerce was advised today.

This group includes all of the American cars represented in Argentina. The message

Dealer Activities

CAROLINA DEALER SELLS FORD CAR IN ENGLAND

Charlotte, N. C., March 18.—Joseph Holt, of the Holt Motor Company of Greensboro, Ford dealer, believes his company is the only one in North Carolina which has sold a car for delivery in England. Mr. Holt made the sale to his brother, William I. Holt, agricultural expert of the American Embassy at London, in response to a cabled order. The automobile will be shipped next Saturday on the Leviathan.

BRANCH FOR DODGE DEALER IN MADISON, WIS.

Madison, Wis., March 18.—The Madison Motor Car Company, Dodge dealer, is establishing a branch in the garage at 905 Atwood Ave., it is announced by Frank Wootton, president. John R. Riserberg will be in charge of the new branch.

OPENS SALESROOM FOR STAR CARS IN TRENTON

Trenton, March 18.—John Hoffman, president of the North End Service Station, has just opened new sales and show rooms at 19-21 East Hanover St. for the sale of Star cars.

SALES BUILDING LEASED BY NEW COLUMBUS DEALER

Columbus, O., March 18.—The Ellis-Overland Company, headed by A. G. Ellis, formerly an automobile dealer in East Liverpool, who took on the Overland and Willys-Knight lines in addition to the other two dealers in Columbus, has just leased and taken possession of the new sales and service building at 1027 North High St.

REO DEALER NAMED IN GALESBURG, ILL.

Galesburg, Ill., March 18.—John W. Byland, for many years a real estate dealer here, has been appointed dealer of the Reo car and has opened a sales room in the Johnson garage. Later he plans to erect a suitable building.

DODGE DEALER IN ALLIANCE OPENS USED CAR FLOOR

Alliance, O., March 18.—The M. E. Biery Motor Car Company, handling the Dodge-Graham cars and commercial trucks, has just opened the first exclusively used car sales floor in Alliance. The company also has opened a room in the Flory Market for the showing of all-steel bodies.

USED CAR PLANT OPENED BY YOUNGSTOWN DEALER

Youngstown, O., March 18.—The Maguire Auto Company, distributor for Star and Peerless cars, has established a used car plant here in the downtown district. S. H. Kilmer, manager of the used car department, has had the building remodeled to care for fifty cars.

NEW DEALER IN FLINT FOR WILLYS-OVERLAND

Flint, Mich., March 18.—The Overland-Knight Sales Company has just been appointed Overland and Willys-Knight dealer here, and has opened a sales and service station at 114-116 West Water St. A. A. Arrand, for eleven years in the furniture business here, heads the new company, and H. R. Bish is sales and service manager.

PEORIA HUDSON-ESSEX DEALER OPENS BRANCH

Peoria, Ill., March 18.—The Nelson-Wood Company, Hudson-Exsex dealer in this city, with headquarters at 224 South Jefferson St., has just opened an uptown branch at 1329 Main St. It is planned to conduct the greater part of the used car business from this location, with George Devero as branch manager.

SELLS WILLYS-KNIGHT AND OVERLANDS IN DES MOINES

Des Moines, Ia., March 18.—Earl E. Andrew, recently of Nevada, Ia., has opened a new auto salesroom at 325-29 East Sixth St., and will handle Willys-Knight and Overland cars.

IMPROVEMENTS

\$150,000 BRANCH RISING

Toledo, March 18.—E. D. Sowden, of the Bliss Auto Sales Company, is building a \$150,000 motor structure at Sylvania and Phillips Ave., where he will conduct a branch to serve the West Toledo district with Hudson-Exsex cars and service. The building will be ready for occupancy in about thirty days.

3,000 ATTEND OPENING

Denver, Col., March 18.—More than 3,000 persons attended the house warming dance given by the Howry-Berg Company, North-Denver Hudson-Exsex dealer, in honor of the opening of its new building at West 32d Avenue and West Lake Place.

WILL HAVE SALESROOM

Roselle, Ill., March 18.—William Schubert, proprietor of the S. & S. Garage, has acquired the building east of his garage and will remodel it for a Chevrolet sales and service department.

NEW HARMON QUARTERS

Chicago, March 18.—Automobile salesmen and officials from all parts of the city were guests at the luncheon which marked the opening of the new H. W. Hendrick Motor Company salesrooms at 4660 Washington Boulevard. The company is Marmon dealer.

AUTO HOME COMPLETED

Lankershim, Cal., March 18.—Work has been completed on the building erected for Penfield & Forsythe automobile dealers. The structure, which costs \$18,500, fronts 100 feet on Magnolia Ave. and 150 feet on Lankershim Boulevard.

ADDITION TO BE BUILT

Syracuse, N. Y., March 18.—Construction has just been begun on a two story service and storage addition to the plant of the Revior Motors, Inc., Hudson-Exsex distributor for Central New York. It will be 66 by 188 feet in size and built entirely of concrete, steel and brick. No pillars will be used as supports. A ramp will carry the cars to the second floor. Drive in entrances are to be provided from three streets.

DEALER PLANS GARAGE

Marion, March 18.—Plans have been approved for the new garage which the Marion Overland Company will build on West Center Street, between Orchard and Garden Street. It will have 20,000 square feet of floor space and will be a two-story brick structure. Bids are to be opened on the new building April 5 and work will be started immediately afterward, it is announced.

Fire Losses

RUBBER FACTORY BURNED

Trenton, N. J., March 18.—The plant of the Pierce-Roberts Rubber Company, manufacture of automobile accessories and drug-gist's sundries, has been destroyed by fire, causing a loss of \$75,000. The company will rebuild the plant.

\$5,000 GARAGE BLAZE

Kappa, Ill., March 18.—The garage of William Piper here has been destroyed by fire. Four automobiles were burned. The owner estimates the loss at \$5,000. The work of rebuilding will start in the near future.

LAREDO SHOW ATTRACTS FANS FROM BORDER TOWNS

Laredo, Texas, March 18.—(U. T. P. S.).—An event which attracted much attention in Laredo, the Rio Grande Valley, and parts of the republic of Mexico, was the automobile show of the Laredo dealers this week.

More than a dozen makes of automobiles were on display during the week. Scores of sales were made from the floor of the sales room, and scores of orders taken for future delivery.

Incorporations

NEW YORK STATE

Albany, March 18.—New automotive concerns which have just been granted corporate charters by the secretary of state are:

Consolidated Road Service of Rochester, Inc., Rochester, \$20,000; general road and towing service for automobiles and trucks, and service station and garage; William M. Bauer, Fred Hanwell and Frederick F. Bowes.

Mount Vernon Sightseeing Company, Inc., Mount Vernon, \$100,000; to operate sightseeing motor buses; Harry A. Bernstein, Harry Polowitz and Henry W. Mildenberger.

Tarrytown Transportation Company, Inc., North Tarrytown, \$3,000; transporting automobiles; William Livingston, Julia Livingston and Raymond M. Gregory.

Chemung Auto Sales Corporation, Elmira, \$15,000; to deal in automobiles; Clyde Taylor, Harry H. Huddle and Grover C. Sheave.

The Unusual Products Company, Inc., New Rochelle, 200 shares \$100 par value, 400 shares no par value; auto accessories; T. W. Brock, L. E. Brock and K. Southern. The Overland Garage, Inc., Little Falls, Herkimer county, 100 shares \$100 par value, 250 shares common no par value; operate gasoline stations and garages; Harry Champion, Nellis B. Bronner and James C. Bremer.

Highland Motor Sales and Service Corporation, Brooklyn, \$25,000; sell automobiles; George W. Herz, Anna L. Herz and Henry F. Koch.

Prince and West Broadway Garage Company, Inc., Manhattan, \$10,000; operate gasoline stations; Frank Billel, Anthony De Peri and Anthony Fiduccia.

INDIANA

Indianapolis, March 18.—Articles regarding automotive corporations have just been filed with the secretary of state as follows:

Bearings Service Company, Delaware corporation, filed certificates of withdrawal from Indiana.

Penn Marr Petroleum Company, Fort Wayne; increased capital stock from \$25,000 to \$200,000, said increase being common stock.

L. L. Fite Adjustable Visor Company, La Porte; filed certificate of preliminary dissolution.

Indiana Oil and Sulphur Company, Indianapolis; filed certificate of final dissolution.

Wood Hydraulic Hoist and Body Company of Indiana, Inc., Indianapolis, 1,000 shares, no par value; furnish truck equipment and service; Walter P. Rolland, William C. Richardson, Norman A. Perry and James A. Perry.

White-Saber Auto Sales, Inc., Hammond, \$10,000; deal in automobiles and operate garage; Franklin J. White, Pleasant R. Sarber and Milo M. Bruce.

NEW JERSEY

Trenton, March 18.—The following concerns have just been incorporated here:

Arrow Motor Fuel Corporation, Jersey City, \$50,000; manufacture motor oils; Willard C. Wetmore, secretary.

Cozy Cab Company, Newark, \$125,000; bus business; George S. Kaegi, William J. Rink and John Hills.

National Tire Service Association, Newark, \$5,000; deal in tires; D. Everett Hale, Margaret K. Hale and James E. Brown.

ILLINOIS

Springfield, March 18.—Automotive concerns just incorporated in this state are:

Emil Denemark, Inc., 2845-60 Ogden Ave., Chicago, \$50,000; Emile Denemark, William Denemark and Walter Kubistal; deal in automobiles, trucks, accessories, etc.

River Forest-Northwest Motor Coach Company, 1650-10 South La Salle St., Chicago, \$20,000; run a motor bus business for the transportation of passengers and property; John E. Maloy, Julia A. Maloy, Michael F. Long and William J. Cunningham.

Bates Manufacturing Company, corner of Jackson Street and Rock Island Railroad, Joliet, 4,010 shares, no par value; manufacture and deal in tractors, engines, machinery, automobiles, radios, tools, implements, etc.; W. O. Bates, Jr., S. J. Straus, C. C. Mitchell, E. R. Milburn and Prewitt Seemans.

Simplex Auto Lock Company, 2214 South Michigan Ave., Chicago, \$1,000; make, buy, sell and deal in auto accessories and equipment; James G. Hodgkinson, John Oake Roberts and Russell F. Locke.

General Motors, Inc., 2103 Michigan Ave., Chicago, \$10,000; buy, sell and manufacture automobiles and motor vehicles; Keith Symon, Andy Burt and Raymond W. Noggle.

Durant Motor Company of Michigan, Michigan corporation, 2437 Michigan Ave., Chicago, \$327,400; Durant Motors, Inc., 250 West 57th St., New York city.

Henneberry Motor Sales, Inc., 901-905 North Chicago St., Joliet, \$100,000; John J. Henneberry, Frank M. Henneberry and Thomas J. Henneberry; deal in manufacture and handle automobiles, tractors, bicycles, etc.

Steckhan Aerial Service, Inc., 2615 West 95th St., Chicago, \$10,000; Robert Steckhan, Jr., Arthur E. Swanson and Cornelius J. Beardsley; business of commercial aircraft, own and operate balloons, planes, automobiles and motor vehicles.

Tracy Motor Corporation, Kewanee; changed location of principal office and decreased capital stock from \$250,000 to \$100,000.

Personal Items

HINTZ SEES FORD PLANT

Union City, N. J., March 18.—E. H. Hintz, sales manager of the Clinton Auto Company, Inc., Lincoln dealer, of Hudson Boulevard and Highpoint Avenue, this city, has just returned from Detroit after a week's visit to the Ford factories.

ROWE ON COAST TRIP

Chicago, March 18.—A. W. Rowe of Rowe, Young & Cooley, 3937 Washington Boulevard, Nash and Ajax dealers, is on an extended trip along the Pacific Coast. He expects to stay in Los Angeles about four weeks and then visit New Mexico, afterward going to the Pacific Northwest and stopping at Seattle and Portland and proceeding up to British Columbia.

BROOKS IN COAST CITY

San Francisco, March 18 (U. T. P. S.).—Howell H. Brooks, director of sales of the Marmon Motor Car Company, spent last week in San Francisco with Butler-Veitch, Inc., Marmon distributors for northern California.

WINN TO SELL TRUCKS

Oklahoma City, March 18.—Robert Winn, formerly president of the Winn-Duffner Motor Company, and recently connected with the Garriker Motor Company, has joined the sales force of the Myers Motor Company, Dodge and Graham dealer, here. He will have charge of the commercial car department of the commercial car department.

and will devote his time to selling Graham trucks and Dodge commercial cars and chassis.

SHARPE GETS PROMOTION

Charlotte, N. C., March 18.—Ben C. Sharpe, Jr., has been appointed manager of the Charlotte branch of the Hood Rubber Company, succeeding L. M. Everett, who has been transferred to Dallas, Tex. Mr. Sharpe has been with the Hood company sales department for five years.

GEDNEY WITH CADILLAC

Denver, March 18.—Fred Andrews, vice-president of the R. R. Hall Cadillac Company, this city, announces the acquisition of H. E. Gedney to the sales staff. Mr. Gedney for the last few months has been manager of the Industrial Motor Company.

RINE MADE SALES MANAGER

Rochester, N. Y., March 18 (U. T. P. S.).—Albert Rine, for the past five years with the sales staff of Miller-Lee Motors, Willys-Knight and Overland distributors, has been appointed sales manager of the firm.

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Rognon Mfg. Co.
Ross Gear & Tool Co.
Sartometer Sales Co.
Schutte Body Co.
Simplex Piston Ring Co.
Spicer Mfg. Co.
Splittorf Electrical Co.
Spring Equipment Corp.
Staynew Filter Corp.
Stewart Motor Corp.
Stutz Motor Car Co. of America
Sun Oil Co.
Swan-Haverstick, Inc.
Ternstedt Mfg. Co.
U-Kan Plate Corp.
United Sales, Inc.
Universal Automotive Sales Co.
U. S. Light & Heat Corp.
Van Wheel Corp.
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